

Message Text

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20/67

ACTION EB-07

INFO OCT-01 AF-06 EUR-12 NEA-09 ISO-00 CAB-02 CIAE-00

COME-00 DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 PM-03

H-02 L-02 NSC-05 PA-01 PRS-01 SP-02 SS-15 USIA-06

/081 W

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R 191205Z MAR 75

FM AMEMBASSY NOUAKCHOTT

TO SECSTATE WASHDC 3525

INFO AMEMBASSY ABIDJAN

AMEMBASSY BANGUI

AMCONSUL CASABLANCA

AMEMBASSY COTONOU

AMEMBASSY DAKAR

AMEMBASSY LIBREVILLE

AMEMBASSY LOME

AMEMBASSY MONROVIA

AMEMBASSY NDJAMENA

MEMBASSY NIAMEY 0182

AMEMBASSY OUAGADOUGOU

AMEMBASSY PARIS

C O N F I D E N T I A L

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CASABLANCA FOR RCAA

E.O. 1"#52: N/A

TAGS: EAIR, BEXP MR

SUBJECT: CIVAIR - AIRCRAFT EXPORT PROMOTION

SUMMARY: HELMUT LERIDER, MCDONNELL DOUGLAS GEN. REP., RECENTLY DISCUSSED SALE OF DC-9 WITH GIRM OFFICIALS FOR USE BY MAURITANIAN PRESIDENT. LERIQUER ALSO COMMENTED OT US ON EFFORTS BY MCDONNELL DOUGLAS TO SELL DC-9S TO AIR AFRIQUE. END SUMMARY.

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1. LERIDER VISITED NOUAKCHOTT MARCH 18AUQO FOR PRIMARY PURPOSE

OF SELLING DC-9 AS EXECUTIVE JET FOR USE BY PRESIDENT OULD DADDAH. HE MET WITH MINISTER OF COMMERCE AND TRANSPORT AND KEY OFFICIALS IN PRESIDENCY. IT WAS APPARENT DURING TALKS THAT PRESIDENT IS PRIMARILY INTERESTED IN QUICK DELIVERY, THUS CONVERSATION CENTERED ON AVAILABILITY OF USED DC-9 RATHER THAN NEW ONE WHICH IS UNAVAILABLE BEFORE 12 MONTHS. LERIDER RECOMMENDED DC-9 (SERIES 30) TO GIRM BUT PROMISED TO TELEX PRICES, DELIVERY DATES, AND TERMS FOR VARIOUS USED AND NEW MODELS. LERIDER WAS TOLD PRESIDENT DESIRED TO MAKE FINAL DECISION WITHIN 10 DAYS. GIRM REPORTEDLY EXPRESSED SERIOUS INTEREST IN PURCHASE OF HUGH HEFNER'S DC-9 (SERIES 30) WHICH IS CURRENTLY AVAILABLE. FYI OFFICIALS DID NOT CONNECT NAME OF HEFNER WITH PLAYBOY EMPIRE. END FYI.

2. ACCORDING TO LERIDER, BOEING 737 IS STILL UNDER CONSIDERATION FOR PURCHASE BY GIRM AS EXECUTIVE JET (NOUAKCHOTT 300) HAWKER-SIDDELEY IS APPARENTLY OUT OF PICTURE. IT IS NOT CLEAR WHAT HAPPENED TO HUGHES AIR WEST OFFER OF USED DC-9 (NOUAKCHOTT 107), ALTHOUGH LERIDER SURMISED THAT OFFER WAS FOR SERIES 10 MODEL WHICH LACKS PRESIDENT'S RANGE REQUIREMENTS. GIRM IS STILL WAITING FOR PRESENTATION BY FOKKER OF F-28, WHICH IS EXPECTED WITHIN DAYS. IN ALL PROBABILITY, GIRM WILL DECIDE F-28 IS TOO SMALL. MAURITANIAN OFFICIALS TOLD LERIDER THAT IF GIRM DECIDES ON DC-9, GOVERNMENT WILL REQUEST CHECK PILOT IN MAURITANIA FOR NEXT MONTH FOLLOWING ARRIVAL OF PLANE AND EXPERIENCED DC-9 TEAM TO FLY AT LEAST SIX PRESIDENTIAL TRIPS BEFORE TURNING PLANE OVER ENTIRELY TO PAKISTANI CREW WHICH IS ALREADY \$3.9M. (PAKISTANIS, WHO ARE RESIDENT IN MAURITANIA, WERE ORIGINALLY TRAINED TO FLY CARAVELLE WHICH GIRM SUBSEQUENTLY REFUSED). PAKISTANIS WOULD ALSO NEED OVERSEAS TRAINING IN DC-9.

3. OF MORE GENERAL INTEREST, LERIDER DISCUSSED WITH US HOPE THAT MCDONNELL DOUGLAS CAN SELL DC-9S TO AIR AFRIQUE. AT PRESENT TIME, ONLY DC-9S IN AFRICA ARE WITH EAST AFRICAN AIRCRAFT. MCDONNELL DOUGLAS WILL MAKE PRESENTATION LATER THIS YEAR IN ABIDJAN TO AIR AFRIQUE OFFICIALS. MAIN COMPETITION IS LIKELY TO COME FROM STILL UNAVAILABLE FRENCH MERCUR. LERIDER SAID FRENCH GOVERNMENT, AIR FRANCE, AND UTA ARE PUSHING HARD ON AIR AFRIQUE TO PURCHASE MERCUR. NEVERTHELESS, LERIDER THINKS MCDONNELL DOUGLAS HAS REASONABLE CHANCE OF SELLING DC-9S TO AIR AFRIQUE. HE CITED IVORY COAST AS SHOWING SPECIAL INTEREST IN DC-9 PURCHASE. SHINN LIMITED OFFICIAL USE

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Message Attributes

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Draft Date: 19 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: MorefiRH
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
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